



National Academy of Engineering  
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CASEE

CENTER FOR THE ADVANCEMENT OF SCHOLARSHIP ON ENGINEERING EDUCATION

# Preparing and Operating Successful Grants

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# Outline

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## In Political Language:

- A Burning Passion
- Making the Pitch
- Governing vs. Campaigning
- There's Always Another Election



# A Burning Passion

- An innovative idea and a solid team
- Vision, barrier(s) to be overcome, strategy, methods, and deliverables
  - A clear role for each team members tied back to strategy
  - Leadership that makes sense in the context of the proposed work



# Making the Pitch

## Grantsmanship

- Know what you want to do
- Know what support is out there
- Know how to inform source how what you want to do meets *their* objectives
- Put yourself in the shoes of the reviewer of the second-to-last proposal ( want clear, concise, and *compelling*)



# Governing vs. Campaigning

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## Managing your grant

- Research management
  - Addressing changes in team members
  - Addressing changes in project direction
  - Addressing cross-disciplinary research (language, culture, metrics, recognition, etc.)
- Fiscal/Administrative management
  - Watching the money
  - Keeping the pens and staplers filled



# There's Always Another Election

## Reporting and Accountability

- Governing and advisory boards
- Internal and external evaluation
- Annual and final project reports
- Input to agency program evaluation
- Publications and presentations
- Extending work to the next proposal



# Questions?

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